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Service des Achats de l’État [Public Procurement Service]

- National service
  - Decree of 17 March 2009;
  - under the authority of the Minister responsible for the budget;

- Double mission
  - to lead the process of professionalising the procurement function throughout the state administration;
  - to award pooled contracts in current areas of procurement;

- Scope of the Public Procurement Service
  - €10 billion in current procurement;
  - to achieve a saving of €1 billion over three years;

- Tasks
  - to provide the necessary tools for fulfilling their mission;
  - electronic tools:
    - interministerial market;
    - contract drafting tool;
    - electronic invoicing (AIFE);
    - procurement information system.
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PLACE - Plate-forme des Achats de l'État [Public Procurement Platform]

Main stages
- 2004 - the e-Bourgogne platform based on open-source software;
- 2007 - new elements introduced by e-megalis Bretagne;
- Plate-forme des Achats de l'État [Public Procurement Platform]:
  - November 2008: launching of the Interministerial Market;
  - July 2009: merger with the platform of the Ministry of Defence;
  - January 2010: pooling with the platform of the chambers of commerce and industry;
  - January 2012: inclusion of state operators;

Coverage
- 14 ministries;
- Presidency of the French Republic;
- Prime Minister's Department;
- the network of chambers of commerce and industry;
- UGAP central purchasing body;
- State operators.

<table>
<thead>
<tr>
<th>Description</th>
<th>2005-2008</th>
<th>2009-2012</th>
<th>2012-2015</th>
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<tr>
<td>Civilian ministries</td>
<td>€2.5 million</td>
<td></td>
<td></td>
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<tr>
<td>Ministry of Defence</td>
<td>€2.5 million</td>
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<tr>
<td>Chambers of commerce</td>
<td>€0.5 million</td>
<td></td>
<td></td>
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<tr>
<td>State operators</td>
<td>-</td>
<td>-</td>
<td></td>
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<tr>
<td><strong>Total costs</strong></td>
<td><strong>€5.5 million</strong></td>
<td><strong>€2.1 million</strong></td>
<td><strong>€1.6 million</strong></td>
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</table>
Pooling / personalisation

- Tool based on open-source software
  - free base;
  - available to other regions;
  - trilingual;

- Users' club
  - State;
  - E-Bourgogne;
  - E-Megalis;
  - City of Paris;
  - 15 000 buyers;

- Notice flow
  - 5 regions.
PLACE [Public Procurement Platform] - functionalities

- **Economic operators**
  - alerts regarding invitations to tender;
  - downloads of tender documents;
  - testing of the workstation setup;
  - asking questions online;
  - online replies;

- **Buyers**
  - submitting invitations to tender and attaching the tender documents;
  - publishing in:
    - Bulletin officiel des annonces de marchés publics (BOAMP) [Official Bulletin of Public Procurement Notices];
    - Official Journal of the European Union;
  - sending secure messages with confirmation of receipt;
  - receiving encrypted bids;
  - opening and examining the bids;
  - electronic notification with confirmation of receipt;
  - transferring documents to the budgetary and accounting system;
  - archiving.
PLACE [Public Procurement Platform] - features

- **Year 2011**
  - 27 300 invitations to tender;
  - 14 500 electronic replies;
  - 350 000 downloads per year;

- **To date**
  - 12 150 public buyers;
  - 2 650 procurement entities;
  - 97 000 registered companies (2 500 foreign) / 150 000 users;

- **Volume**
  - 40 000 contracts per year;

- **Platform operating costs**
  - €1.6 million for 4 years, or €400 000 per year:
    - €10 for the full administration of an invitation to tender;
    - €100 for sending the tender documentation in paper format;
  - savings:
    - Low estimate: €5 per download, and a total of €1.75 million (return on investment - one quarter);
    - High estimate: €90 for each invitation to tender, and a total of €31.5 million;
  - Free of charge for public buyers.
<table>
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<tr>
<th>Référence</th>
<th>Intitulé / Objet</th>
<th>Lieu d'exécution</th>
<th>Lots</th>
<th>Date limite de remise des plis</th>
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<td>dircep-2012-netto-yage-locaux MAPA ... Services</td>
<td>Intitulé : Réalisation des prestations de propreté des locaux et des surfaces du PC de Genas.</td>
<td>(68) Rhône</td>
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<td>BT43-2012-000329-GCA MAPA ... Fourrures</td>
<td>Intitulé : Objet du marché : Acquisition de papiers pré-imprimés. Délais de la prestation se conformer à l'article 8 du CCP. Critères d'attribution : Prix : 80 points Délais : 10 points ...</td>
<td>(45) Loiret</td>
<td>-</td>
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Advantages - economic operators

- **Technical**
  - security:
    - traceable operations / reliable transactions;
    - reliable time stamping;
  - data integrity:
    - electronic signature;
    - bid encryption;

- **Organisational**
  - available 24/7;
  - free alerts regarding invitations to tender;
  - downloads of tender documents;
  - online replies;

- **Economic**
  - time savings:
    - downloads of contract documents;
    - instant sending (Chronopost or DHL require 24 hours);
  - no postage or courier involved.
Advantages - buyers

- **Technical**
  - bids placed in escrow (electronic safebox);
  - bid encryption;
  - checking of electronic signatures;

- **Organisational**
  - time savings (no longer necessary to send bids by post);
  - processing of questions and answers;
  - electronic confirmations of receipt;
  - message tracking;

- **Economic**
  - savings compared with sending tender documents by post (€5 per bid).
Changes

- **Economic operators**
  - holding an electronic signature certificate:
    - cost: €150 for 2 years;
    - assistance for change;
  - adapting to multiple platforms:
    - State;
    - regional platforms, local authorities;
    - Hospitals, etc.;

- **Buyers**
  - organisation:
    - cultural change;
    - printing the documents received;
  - training:
    - online self-training courses;
    - videos.
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End-to-end dematerialisation

- Project ORME - Outil de Rédaction des Marchés de l'État [Public Contract Drafting Tool]
  - objectives:
    - to reduce the delays in drawing up contract documents and related costs;
    - to limit legal risks;
    - to harmonise documents;
  - drawing up contract documents
  - single public repository;
  - open-source software;

- Electronic invoicing - January 2012
  - State's obligation to be able to receive electronic invoices;
  - cost reductions for the State/companies;
  - suppliers can see the processing of invoices;

- Electronic archiving
  - Interministerial - end 2012.
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Conclusion

- dematerialisation is an essential aspect of public contracts;
- interoperability makes end-to-end dematerialisation possible;
- recurring gains prevent any backtracking;
- increased participation of SMEs.